26 May 2015

**SAUTER with slight growth and deeper revenue**

*In 2014, the SAUTER Group achieved sales of CHF 406.6 m (EUR 334.7 m), an increase of 1.6% on the previous year. Exchange rate-adjusted, the sales increase was 2.7%, with incoming orders up by 0.5%.*

**Regional differences; growth in important divisions**

As in the previous years, business trends in 2014 varied from region to region. In the subsidiaries in Germany, Austria, the United Kingdom and the Netherlands, excellent profits were made yet again. In the other markets of the globally active company demand remained inconsistent. Weaker sales in countries like Russia, China and the UAE contrasted with increased sales figures in south-eastern Europe and the Far East.

The SAUTER Group slightly increased turnover by 1.7% in the system segment. The component and OEM segments also grew slightly again (+0.9%) after a weaker preceding year. In the services business, the Group saw sales drop by 1.4%. In Germany, facility management continued its success story, growing by a pleasing 7%.

While the business trends in the markets were positive, the profit figures for the main production facility in Basel were increasingly poor. The economy measures to improve the site’s earning power helped to stabilise the operative profit figures. The Group as a whole made a profit, but this was below the previous year’s figure due to the loss situation at the main production facility.

The company’s growth resulted in an increase in the number of employees to more than 2300.

**Outlook for 2015**

In 2015, SAUTER expects business to grow strongly in the local currency in the German-speaking countries and the UK. A slight recovery is expected in Italy and Spain, and also in a number of East European countries.

In Asia, due to the low price level, SAUTER is concentrating on more sophisticated installations, e.g. in the life sciences segment. Although the SAUTER Group’s subsidiaries have created a high level of local added value, the exchange rate from euro to Swiss franc continues to have a strong negative effect on profits. The company will counteract this situation by building a second site for production, development and sales/marketing in Freiburg im Breisgau (D).

Werner Karlen, CEO of SAUTER, assesses the company’s results as follows: “SAUTER’s products are technological leaders. With our solutions to reduce energy costs in buildings, we were able to continue growing in this attractive market in 2014.” Impressive references such as the *Novartis Institute of BioMedical Research* in Shanghai, the museums of the *State Art Collections of Dresden* or the *ratiopharm arena* in Ulm attest to SAUTER’s leading role.



*As a leading provider of solutions for building automation technology in Green Buildings, SAUTER provides pleasant conditions and a sense of well-being in sustainable environments. SAUTER is a specialist in developing, producing and marketing systems for energy-efficient total solutions, and offers a comprehensive range of services to ensure the energy-optimised operation of buildings. Our products, solutions and services enable high energy efficiency throughout the entire life-cycle of a building, from planning and construction through to operation, in office and administrative buildings, research and educational facilities, hospitals, industrial buildings and laboratories, airports, leisure facilities, hotels and data centres. With over 100 years’ experience and a track record of technological expertise, SAUTER is a proven system integrator that stands for continuous innovation and Swiss quality. SAUTER provides users and operators with an overview of energy flows and consumption, and of the development of the costs involved.*

**The SAUTER Group**

* An international corporation with its headquarters in Basel, Switzerland
* Founded in 1910, it can rely on more than 100 years of tradition and experience
* With around 2,300 employees, it is present and active globally
* Complete building management solutions from a single source. Focusing on maximum energy efficiency and sustainability
* Safeguarding investments and operational reliability throughout the life-cycle of a building
* Technology leader in the building automation and system integration sector
* Member of eu.bac, BACnet Interest Group (BIG-EU), BACnet International, EnOcean Alliance
* Impressive references at www.sauter-controls.com